

# Chemist & Druggist

Benn »

NOVEMBER 30 1974 THE NEWSWEEKLY FOR PHARMACY

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**Government  
plan review  
of medicines**

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**Retailing is  
poorly paid  
says Neddy**

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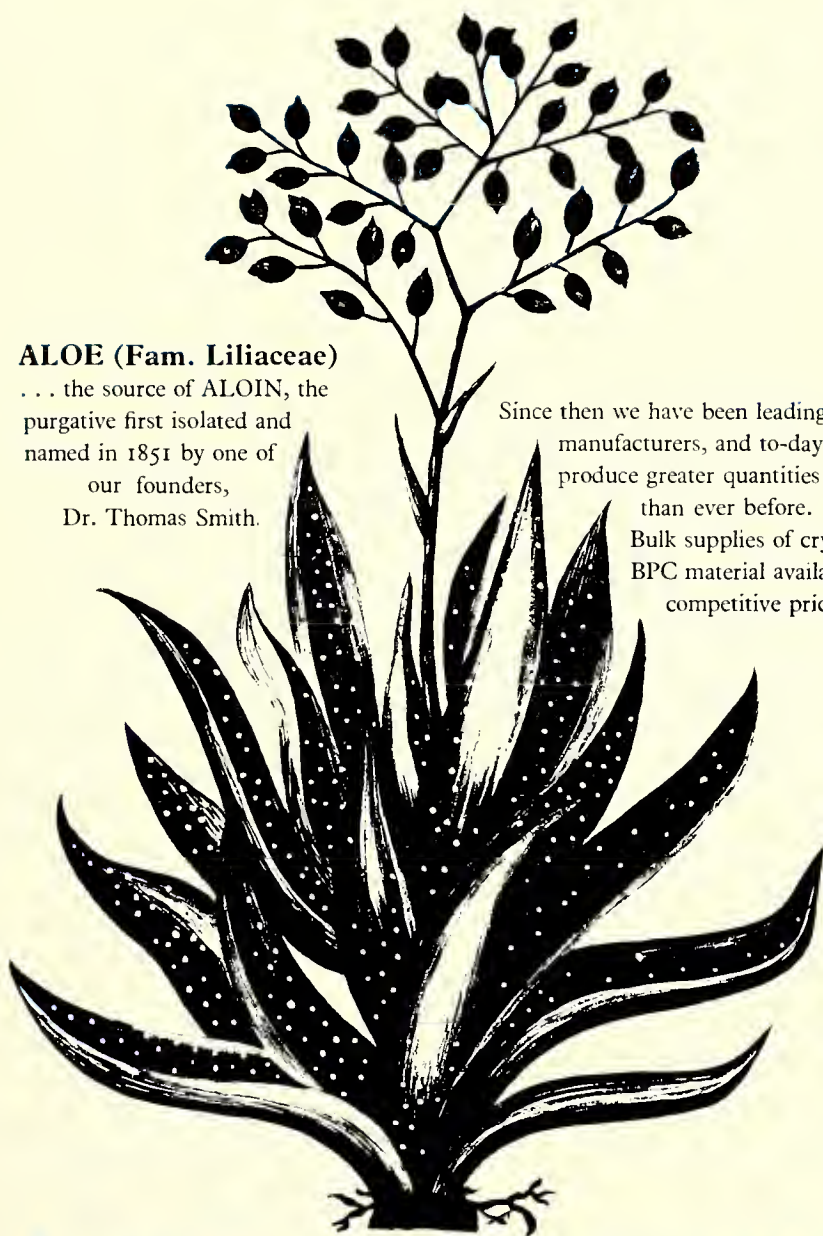
**Faulty goods  
liability: law  
change plea**

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The newswweekly for pharmacy

30 November 1974 Vol. 202 No. 4941

116th year of publication

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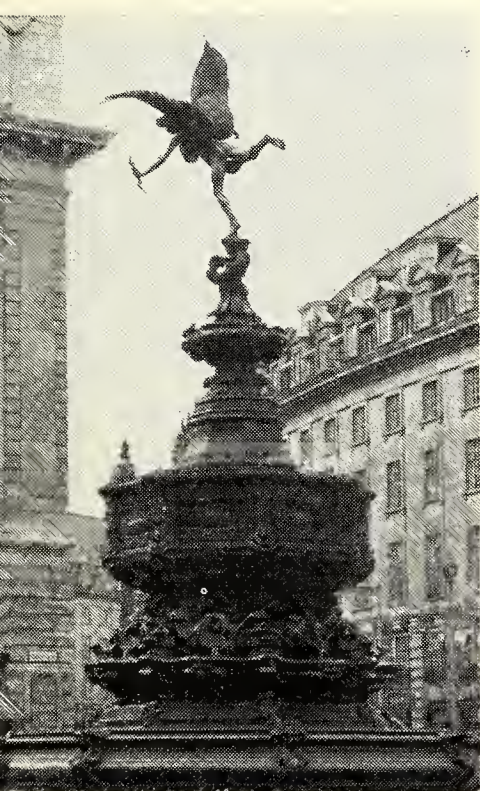
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Official organ of the Pharmaceutical Society of  
 Ireland and of the Pharmaceutical Society of  
 Northern Ireland



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What are the problems of running a  
 pharmacy at the "world's crossroads"?  
 (See p 768)

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# Comment

## VPRS under scrutiny

With yet another round of Roche's battle with the Government over tranquilliser prices coming before the High Court this week—a hearing predicted to last 10 days—it is perhaps not surprising that Dr David Owen, Minister of State for Social Services, should hint that he needs further powers to ensure the effectiveness of the Voluntary Price Regulation Scheme for prescription medicines (see p 758).

"Voluntary" in such a context is, of course, stretched to the limit of its meaning, for the Minister has powers to compel manufacturers and suppliers to disclose most of the information he needs. But there is a gulf between the boundaries of "voluntary" and "compulsory" that gives the industry protection from unreasonable questioning of their operational methods and motives. If the Minister appears to be exceeding what is reasonable to carry out his responsibilities, the industry can hold its hand while negotiating a compromise or safeguards acceptable to both sides. Statutory powers, on the other hand, tend to be written broadly and there is little redress against a Minister who makes full use of what Parliament has given him.

There is little doubt that many in the industry wish that Roche had not found it necessary to provide the spark to touch off "compulsion". But a spark is all that many of the industry's critics require to place the Government in a position in which it believes it must be seen publicly to be controlling, and not the servant of, big business.

Unfortunately, once a train of thought is set in

motion it can run away. Dr Owen is taking his opportunity to have another crack at the sales promotion expenditure of drug companies—and is proposing that for home business it should be "substantially reduced overall".

Again it is the companies operating outside the normal bounds that attract criticism on the industry as a whole, but it sometimes seems that the "gimmicks" are the last items to suffer in a promotional cut-back. Instead, promotional savings are often made by reducing advertising, representatives' calls, etc, to pharmacists in the belief that they do not influence brand choice. The Minister might consider asking the Medicines Commission not only about "the best ways of keeping doctors informed about medicines", but also about how best to inform pharmacists and other health professionals. Expenditure in these areas is fully justified and should take priority—indeed, the Minister might ask companies that evolve promotions outside a strict (but "voluntary") ABPI code to justify every one of their gimmicks.

Over the years there have been many calls for the industry to put its own house in order, not least from *C & D*. Dr Owens' statement suggests that it may already be too late to avoid greater statutory control, but that should not deter the industry from being seen publicly, to have a high standard of conduct and, through its associations, willing to discipline those who fail to uphold those standards. It is surely better for the industry to swallow its own medicine than someone else's.

## Pay levels low in retailing, says report

A major study of manpower and pay in retailing published this week by the National Economic Development Office points out that retailing compares unfavourably with almost every other sector of the economy so far as labour turnover and stability are concerned. It also draws attention to the "low relative pay levels of those employed in retailing compared with most other sectors of industry."

The Distributive Trades Economic Development Committee agreed in July, 1973, to set up a working party on pay and efficiency in retail distribution. The work of this group has been divided into two parts, with the first stage represented by this report concentrating on manpower and pay issues rather than efficiency. In the coming months the EDC plans to give attention to efficiency in retailing.

The present report states that between 1961-71 the number of persons engaged in shops belonging to multiples increased by 10 per cent; this being offset by a substantial drop of 24 per cent in em-

ployment in shops belonging to the co-operative societies and a drop of 2 per cent in persons engaged in the independent sector.

The trend towards fewer and larger stores will probably continue. It seems unlikely that central business areas of most major towns will lose their importance as major shopping areas but their share of total trade may decline. Planned shopping centres in suburban areas are likely to account for an increasing proportion of total turnover.

On the demand for and supply of labour, the report says "it seems reasonable to suggest that retail distribution, already heavily dependent on part-time and married female employees, will become even more dependent on these categories in the future and that the trade will need to give particular consideration to the employment problems of these groups of workers."

Using earnings of 60p an hour for full-time men and 55p for full-time women in April, 1973, a NEDO estimate shows that

27 per cent of full-time men and 83 per cent of full-time women in retailing were low paid (taking the report's definition of low pay). At that time retailing accounted for 6 per cent of the adult full-time workforce and 15 per cent of low paid adult full-time employees.

Among the report's conclusions are;

- ☐ Greater attention should be given to pay, conditions, career development.
  - ☐ Wage structures should be rationalised and the lowest levels of pay should be raised, perhaps by implementing a minimum wage for all adults in retailing.
- (*Manpower and pay in retail distribution*, price £1.10 from Neddy Books, NEDO, Millbank Tower, Millbank, London SW1P 4QX.)

## 'Grubby fingers' test

Civil servants are writing prescriptions and handling them with "grubby fingers" to see if they remain legible, according to an article in last week's *General Practitioner*. They are said to be testing the new triplicate prescription forms.

"The pharmacists (who rarely move fast) hatched the idea of a new type of prescription form for repeat prescriptions some two years ago," says the article.



# Government to review medicines safety, promotion, pricing

Government plans for a comprehensive review of the safety, quality and efficacy of existing medicines were discussed with industry representatives last week. Dr David Owen, Minister of State for Social Services, also expressed concern about sales promotion and costs of prescribed medicines.

In a written Parliamentary answer, Dr Owen reported that he had informed representatives of the Association of the British Pharmaceutical Industry and of the Proprietary Association of Great Britain that he was seeking the advice of the Medicines Commission about the content and standard of advertisements of medicines and about the best ways of keeping doctors informed about medicines.

"I discussed with the ABPI various matters concerning prices of medicines. I informed them of my concern about levels of sales promotion expenditure. The Department have sought to reduce these levels but overall expenditure has remained constant. I told them that I understood the feelings of companies that they could not individually make substantial reductions in these expenditures without risking the loss of ground to their competitors, but that I believed that the time had come for urgent action to economise in this. I wished therefore to discuss with the industry the proposition that sales promotion of home business should be substantially reduced overall."

Dr Owen noted that the present Voluntary Price Regulation Scheme had reduced profits from the higher levels of profit "which were so open to criticism in the past," but said he was not convinced that the existing statutory powers behind the VPRS were "sufficient to ensure that we can continue to exercise properly the necessary control". He wished to consider what further statutory powers might be required.

However, Dr Owen had promised "fullest consultation" at all stages.

## Industry cautious

The industry's reaction to the statement appears cautious. With escalating costs and falling margins, companies are already keeping promotional expenditure to a minimum — and lower in percentage-of-sales terms than in many other developed countries (Sweden, 18 per cent; UK, 14 per cent, for example). It is also argued that if promotion to doctors becomes more difficult, foreign-owned companies will cease to find the UK an attractive base for the launch of new products — with a resulting loss to UK of export earnings and foreign research and production investment.

The ABPI's attitude is that it must

await the Minister's detailed proposals before commenting, though the assurance of full consultation is welcomed.

## 'Care' decision at three-day Committee hearing

The postponed decision of the Pharmaceutical Society's Statutory Committee in the "Care chemist" inquiry will be given on the first day of a three-day meeting starting on December 9 at the Society's London headquarters.

Among the new inquiries, information will be considered "from which it appears that a member of the Society has made large supplies of a preparation liable to misuse." Four other inquiries involve pharmacists who have been convicted of offences and the Committee will also resume five adjourned inquiries.

## 'Lump sum' letters to contractors delayed

Due to printing difficulties, chemist contractors may receive their "lump sum" payments in their December remuneration before they receive FPN 44, which

details the payment. The method of calculation is as set out in *C&D* last week, p 727 — 2.66p per prescription for January 1 to September 30 with the numbers calculated from FP 34(a) declarations for the later months.

Where there has been a change of premises but not of ownership during the above period, appeals against non-payment for the earlier period should be forwarded with full details to the Family Practitioner Committee.

## New container allowance for Scottish chemists

Scottish chemists are to receive a 1.37p container allowance following agreement reached between the management and staff sides of Committee B of the Pharmaceutical Whitley Council. The new allowance is to be paid on all prescriptions dispensed on or after September 1.

## Institute to establish a management college

The establishment of its own College of Pharmacy Management to provide organised training for postgraduate pharmacists in all branches of the profession was agreed by the council of the Institute of Pharmacy Management on Sunday.

It is emphasised that this is a decision in principle. Detailed planning on the physical form the College should take in the light of present and future demands has yet to be undertaken.

Mr J. B. Thompson, secretary and a director of the Institute, said that he envisaged discussions with the many organisations and sectors of pharmacy before the preliminary planning.

## Manufacturers to be included in product liability law?

Mrs Shirley Williams, Secretary of State, Department of Prices and Consumer Protection, is "sympathetic" to calls for the responsibility for faulty goods to lie with the manufacturer as well as the retailer.

The Consumers Association had previously called for such a law, as the manufacturer's liability was at present limited to faults in goods causing personal injury or damage to property. In reply to the Association last week, Mrs Williams said: "The concept that the responsibility for faulty goods, whatever the consequence, should lie with the manufacturer instead of, or as well as, with the seller is one to which I am generally sympathetic." The Law Commissions were currently engaged in a study of the question, she added.

On the Association's call for a law making it an offence to sell any product which was "dangerous to health," Mrs Williams commented that such wording was imprecise. — "It seems to me that if safety requirements are imposed on consumer goods, they must both be more specific and take into consideration the difficulty that, with some products, absolute freedom from risk is unattainable." She had been considering setting up a national system for recalling unsafe goods. There were no statutory powers to allow it to be done at present,

so persuasion and voluntary co-operation of the trade would have to be relied on, and public warnings about unsafe goods would be issued.

The Association had mentioned patent medicines as an example of abuse in advertising, and called for tighter control on advertising generally. Mrs Williams said the Department of Health had recently made regulations which gave them wide powers of control over the advertising of medicines which were subject to full licences under the Medicines Act (*C&D*, September 28, p 418). Consultations were proceeding on a proposal to extend the control to products subject to licences of right. On advertising generally, Mrs Williams said the Advertising Standards Authority, which supervised the advertising industry's self-disciplinary system of control, had introduced a tougher code of advertising practice. A much-increased budget had enabled the Authority to increase its staff and to plan wider publicity for its complaints investigation activities.

Mrs Williams also stated that she shared the Association's concern about the extent to which suppliers of services were able to contract out of some liabilities, and she hoped for a continuing expansion of consumer advice centres — there were about 40 currently operating.



# Minister faces Plymouth pharmacists' questions

Members of the Plymouth Branch of the Pharmaceutical Society had an opportunity to question Dr David Owen, Minister of State, about their National Health Service problems when the Minister addressed their branch on November 22.

Dr Owen said he saw the need for a national scheme of remuneration for contractors to replace the complicated one at present, which "was difficult to comprehend in all its many intricacies". He was well aware of the problems inflation was causing in the payment scheme.

On rural dispensing he hoped that agreement between doctors and pharmacists would be reached. He realised how vexed a question it was (particularly later at question time, when members' views were aired), but felt it was not an unmountable problem.

Dr Owen acknowledged the problem connected with the distribution of pharmacies, the difficulties encountered in rural and semi-rural practices and the problems brought about by the building of health centres, to which the Department was committed. He felt that although his Department would not rush to intervene, "encouragement and help in some manner would be considered if plans could be formulated in a sensible manner to rectify the position".

The Government, he stated, was not wholly happy and satisfied with aspects of the pharmaceutical industry and felt the country could profit from the example of the United States of America's control of the industry.

## Now 'fully aware'

Mr L. W. J. Simpson, raised the question of the upset to pharmacy caused by health centres. From the Minister's reply and the discussion he now seemed fully aware of the problems and he promised to have a long look at the situation.

Mrs H. M. K. Chanter asked for comment on the fact that when a doctor commenced dispensing, as he was at present entitled to do, in a semi-rural area where a pharmacist was established, it split the dispensing and resulted in an increased cost per item. In addition the doctor received partial costs to offset his expenses. Dr Owen agreed that rural dispensing in those circumstances was wasteful, but changes in the applicable rules would need amending regulations which could be debated when they came before Parliament. He said that detailed evidence on this subject had been produced and was being discussed. In isolated areas doctor dispensing would always be necessary, he said.

Mr K. J. Wadge commented on the problem of cash flow, and asked if it was

possible to get the 80 per cent advance payment on account, increased to 90 or even 100 per cent. Dr Owen agreed to have the calculations looked at again, after pointing out that the current award of 2.66p per item on the last nine months dispensing was awarded to help the cash flow.

Mr W. Rucker asked if a general practice pharmacist was worth less than a hospital pharmacist, and how salaries were related in the two groups. Dr Owen pointed out that salaries should be based on the appropriate analogue of pure pharmacy and that gp pharmacists also received some income from counter sales in their businesses.

Mr J. Bowden asked if the Government's policy of nationalisation included plans for chemist shops and State pharmacy, Dr Owen said it did not. He had an open mind on the current discussions concerning state salaried pharmacy service, and would be prepared to discuss any aspect of that with the Society or other negotiating body, if they so wished.

Mr Hiscox asked about re-equipment grants for new or re-sited pharmacies, and the Minister felt that point could be resolved if pharmacists were prepared to give up some measure of their independence and consider an equipment grant in exchange for some measure of State control.

Mr A. A. Allen, one of the local oxygen suppliers, expressed the thanks of members to Dr Owen for the proposed new delivery payments, but pointed out that the new proposed permanent rental payments of 65p per month per head set equipment, meant that it took some 49 months to get re-imbursement for the cost of each set, as they were now in the order of £32.00 per set. After some discussion it was suggested that the Department, through the F.P.C., should pay in full for equipments and no rentals then need apply. Dr Owen felt that a case had been put, and promised to have the matter looked into.

Dr Owen, a local MP, agreed to speak before becoming Minister.

## Health science degree?

The pharmacy course should be orientated towards the clinical aspects of pharmaceutical services to the community said Professor A. M. Cook, head of the Welsh School of Pharmacy, last Friday.

Speaking at the School's annual dinner he said an improved service would result if contacts between student and patient were increased to enable the student to advise both prescriber and patient. He suggested that a faculty of health sciences could be established in Cardiff with students reading for a basic degree in



A liposome in which concentric lipid bilayers alternate with aqueous compartments in which water-soluble drugs may be carried

## Drug carrier system may be useful in cancer

A method of directing drugs specifically to the intended site of action is being investigated at the Clinical Research Centre, Harrow, Middlesex.

The drugs are injected in liposomes consisting of concentric lipid bilayers separated by aqueous compartments in which lipid soluble or water soluble substances respectively can be trapped. The liposomes, which are about the same size as red blood cells, remain intact in the circulation until they reach the liver and spleen. Here they are taken up into the cells by endocytosis, the fatty layers are broken down by the lipases and the contents released.

Dr G. Gregoriadis, division of clinical investigation, believes these carriers could have useful applications in cancer chemotherapy or in replacement of enzymes in certain inherited metabolic diseases. He is hoping to devise a method of manipulating the surface of the liposomes so they have a strong affinity for the target cells. For example, liposomes coated with antibody to the surface of mouse leukemia cells interact specifically with these cells in vitro. In this way, low doses of cytotoxic drugs could be taken up into tumours without affecting healthy cells. Another advantage is that the liposomes are biodegradable.

health sciences followed by an additional qualification to cover the clinical, professional or vocational aspects.

## Scottish villagers' petition

Villagers in Kirkconnel, Dumfriesshire, are to hand a 1,507-signature petition to Mr William Ross, Secretary of State for Scotland, calling for a pharmacy.

The village, which has a population of 5,000, has been without a local chemist for four years. The Kirkconnel patients are said to be not satisfied with the present collection and delivery service.



# 'Collaboration needed at European level'

The need for professional groups to ensure that their voice is heard at both national and European level was emphasised by Dr Peter Storie-Pugh, past president, British Veterinary Association and a member of the Council of the Royal College of Veterinary Surgeons, at a meeting of the Agricultural and Veterinary Pharmacy group of the Pharmaceutical Society on Sunday. He was speaking on "the problems of inter-professional collaboration at a European level".

He believed that greater heed would have to be paid to the agreed views of a profession directly expressed through their European professional body. At the same time he anticipated the lessening of the views expressed through bureaucratic channels.

He suggested there were advantages in professions collaborating with each other, recognising that each profession knew its own interests best and which proposals were likely to affect their members. Nevertheless many professions would have to do "a lot more groundwork before they could say they had effectively covered their own field". Whilst much discussion would be carried out on a national plane, he strongly felt that in the future much more would have to be done on a European level.

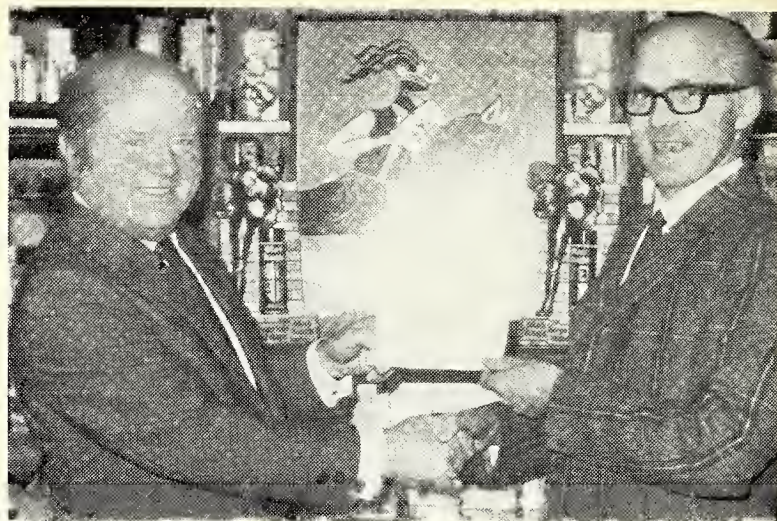
## Symposium

As an example of collaboration at the national level, Dr Storie-Pugh suggested a one day symposium, annually or even twice a year, between the pharmaceutical and veterinary professions merely informing each other of what had happened EEC-wise, and noting the current problems of each profession. There need be no commitment on either side. He wanted to see stronger informal relationships between the two secretariats and a conscious planning by the two professions on topics likely to come up in future.

On the European level there was a need to reconcile the different points of view of constituent members, and in the long term, inter-professional collaboration or a European scale could only be done if a profession looked upon itself as a European profession.

Many disciplines already had permanent secretariats in Brussels. There was a logic in having a maximum strength at the right place and the right time and consideration should be given to establishing a consortium of European Associations whose individual interests need not be closely related but they would share accommodation and services for greater efficiency and economy.

Mr Jack Smiley (right) of R. V. Campbell's pharmacy, Bangor, co Down, receives a cheque for £50 as area prize in the recent Black Knight display competition from Mr Neil Millar, regional sales manager, Bristol Myers Co Ltd



## Act produced 'marked improvement' in old premises

The Offices, Shops and Railway Premises Act has helped, over the past 10 years, to create a much greater awareness by employers of their responsibilities to provide good working conditions for their staff, according to a report published last week.

The report, by the Secretary of State for Employment, reviews the Act for the year up to December 31, 1973 (HM Stationery Office, £0.51). It records that although amenities in the shops and offices of some of the larger commercial firms were of an acceptable standard in 1963, when the Act was introduced, conditions provided by many of the smaller firms were "far from satisfactory". It was in old-fashioned or unsuitably converted

premises where the Act had achieved the most marked improvements, by requiring a good standard of heating, lighting and ventilation and the provision of amenities such as proper washing facilities. Even so, the report finds that some smaller employers still appeared to be ignorant of certain routine obligations such as the reporting of accidents resulting in absence from work of more than three days, and their duty to notify the authorities when they moved into new premises.

There had been a marked improvement in the standard of lighting over the decade, the increased use of fluorescent fittings instead of filament bulbs being an important factor. Moreover natural light was not always fully exploited.

## Call for a review of spermicides

Dr Andrew Herxheimer, editor, *Drug and Therapeutics Bulletin*, has written to the Committee on Safety of Medicines asking for a review of spermicides.

His letter follows an inquiry for the bulletin on C-film when it was suggested that the product literature and promotional material should state more clearly that the contraceptive should be used with other methods. (*C&D*, November 9, p675). In his letter Dr Herxheimer hoped the Committee would reconsider the indications and wording for C-film and suggested that spermicides should be given high priority in the list of products whose licences were to be reviewed. Some women believed these products to be more effective than they were and used them alone. "It would be possible to prevent at least a few unwanted pregnancies in such women by changes in labelling and promotion of these products," said the letter.

The Consumers' Association report, "Sex with Health — the *Which?* guide to contraceptives, abortion and sex-related diseases\*", warns against using spermicidal creams and jellies or C-film on their own "if you are serious about contraception." The report says most packs advised that creams should be used with other precautions but "Staycept cream and Staycept jelly said they could be used alone, without warning that this was less safe. Delfen and Preceptin recommended use alone — not even instructions for use with a cap

or condoms. Antemin, Ortho-creme, Ortho-gynol, Duracreme and Duragel came with clear instructions on using them with a cap." Aerosols seem to be the most effective chemical used on their own, the report concludes.

A further suggestion is that packs should carry an expiry date as "old, useless stock" had been found in some shops in the past. Prentiff compound at a concentration of one in 18 was the only spermicide not to pass a test for spermicidal effectiveness.

A spokesman for Ortho told *C&D* that Delfen and Preceptin carried warnings that they were not 100 per cent effective if used alone, but the company was considering changing the wording to "something a bit plainer to the man in the street." He said the products had at least a 5 year shelf life and were marked with a batch number which the manufacturer could easily identify if there was any concern over the age of the product.

A spokesman for Syntex told *C&D* that instructions on Staycept said the product may be used alone where all other forms of contraception were impossible. The shelf life was about 10 years so he could see no problems for pharmacists holding stock. Both companies said they would comply with any changes in expiry date labelling recommended by the industry as a whole.

\*(Consumers' Association, Caxton Hill, Hertford, £1.75 or £2.15 from bookshops.)



# Ulster News

## Pharmacist murdered

Pharmacist Mr Patrick Falls, MPSNI, who qualified in 1954, was killed by terrorists in co Tyrone, Northern Ireland, on November 20.

Mr Falls was in licensed premises belonging to his brother at Aughnacollan, near Coalisland. Two men are thought to have been involved in the attack, and one of them opened fire with a sub-machine gun inside the bar. About two years ago, Mr Falls removed to England after the pharmacy at Andersonstown, Belfast, where he worked, was wrecked by a bomb. He had planned to take his wife and family back to Tyrone in a few weeks' time.

## Department to send forms for premises retention

The Northern Ireland Department of Health is to write to retail pharmacists early next month, reminding them to apply for retention on the register of pharmaceutical premises for 1975 as the current register expires on December 31. The letter is to include an application form and reply-paid label, together with a credit transfer slip for transmission of the £5.25 retention fee to the Department's bank account by December 31.

## UCA successful, despite another year of violence

The Ulster Chemists' Association's work has been successfully carried on in the past twelve months despite another year of civil disturbance in the province.

Although provincial members of the Association's Executive Committee were greatly affected by travelling dangers, all the monthly Committee meetings were held except for June which was cancelled owing to the worker's strike. Many pharmacies had been damaged, and some destroyed, and the province's troubles were in part responsible for a drop in membership of 17. It is understood that the Chemist Mutual Insurance Co Ltd are to make a donation of £1,000, and the Scottish Pharmaceutical Federation £500, to the Northern Ireland Chemists' Emergency Fund.

The combined UCA/National Pharmaceutical Union annual subscription for the year commencing October 1, 1974, had to be increased to £20 plus VAT. Other matters dealt with by the Committee included wholesalers' Saturday deliveries and deliveries in controlled areas, sales of antibiotics by vanmen, staff recruitment for pharmacies, and shortage in supply of certain drugs to Northern Ireland. Mr W. E. Cooper, a Committee member, was largely instrumental in having chemist oxygen contractors put on the telephone service's "priority list" for telephone repairs, and the Committee is now pressing for all chemists to be included in the list.

# Topical reflections

BY XRAYSER

## Control

On reading your report of the Anglia Region symposium with its references to product codes, movement analysis reports and the key-in to cassettes, not to mention telephone modems and something called Datapost, I began to feel closer to old Sol Gills and his little midshipman. Sol said that the world had gone past him—he didn't blame it, but he no longer understood it. "Tradesmen are not as they used to be, apprentices are not the same, business is not the same, business commodities are not the same. Seven-eighths of my stock is old-fashioned. I am an old-fashioned man in an old-fashioned shop, in a street that is not the same as I remember it . . . Even the noise it makes a long way ahead confuses me."

And yet, while admitting I see something of myself in old Sol, I still recognise some of the fundamentals of the modern age which I discovered for myself without a monthly print-out. For example, Mr Sivewright suggested that in the system he was advocating a "hole" on the shelf should indicate that a product was selling well. That seems very sound reasoning. But he went on to say that larger orders of that product were required. There are so many imponderables that that cannot be taken as an infallible proposition. There may have been a special boost by the manufacturers; the product could be replaced in public esteem overnight. Or it may have achieved eminence far beyond its qualities. Nevertheless, the "hole" could have been seen even by Sol Gills or myself.

On my first day in pharmacy I was introduced to a "wants" book. The introduction was accompanied by such dire threats that it was seldom that anything was missing from the shelves.

## Drug advances

There was much truth in the observation of Sir John Richardson, president, General Medical Council, to the effect that advances in drugs can add greatly to the doctor's difficulties. He added that his "simple friends" in therapy in 1935 had now become highly complex ones. He instanced phenacetin, which had since become suspect. "All this is very worrying", he went on. "It not only fills one with alarm at the thought of the harm to which one has been a party over the years, but it is impossible to avoid the thought that perhaps at this very time we are using preparations we believe to be quite safe, but are really mortgaging the future of our patients."

The long-term effects of many of the drugs of today, consumed in vastly greater quantities than were the "old friends" of Sir John, are totally unknown. It becomes necessary to evaluate whether, as Sir John puts it, the benefits outweigh the difficulties. The doctor is subject to patient pressure, as well as to the commercial pressures exerted by manufacturers. And at least some of the old friends have stood the test of time.

## People

**Malcolm Solts**, Gillette marketing executive, was one of the 98 miracle survivors of the Boeing 747 crash in Nairobi, Kenya. Mr Solts, who worked at Gillette UK for four years, latterly as brand supervisor toiletries, was transferred to Gillette in Boston a year ago as international marketing co-ordinator. Now residing in Massachusetts, he was on a

business trip en route to Johannesburg when the disaster took place. After the crash, Malcolm, who escaped with cuts and bruises, helped in attempts to free other passengers who were trapped.

### Deaths

**Hopkins:** On November 14, Mr Arthur Hopkins, MPS, 340 Welford Road, Leicester, aged 80 years. Mr Hopkins was apprenticed to Youngs chemists in Leicester prior to 1914 and qualified in 1920 from Leicester School of Pharmacy. He founded the family business of A. T. Hopkins in 1927, retiring in 1964.



# New products and packs

## Over the counter medicinals

### Beecham launch decongestant

Beecham have launched their third product this winter in the Mac Range, Mac Clear-Night decongestant tablets (£0.38). Two tablets each consisting of 10mg promethazine hydrochloride and 5mg pholcodine, is the recommended nightly dose. The tablets are unit packed in foil with 16 tablets in each carton. They are presented in 12-carton display boxes with showcards carrying the slogan "goodnight congestion". A television campaign supporting the launch is planned for this winter (Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex).

## Hair care

### Lady Jayne new lines

Laughton introduced new lines in the Lady Jayne range of hair care products at the Wholesale Buyer's Gift Fair held at Mount Royal Hotel, London, this week. The products include brushes — handbag and full-sized — ranging from £0.49 to £0.89, and a variety of hair ornaments from £0.25 and upwards.

Bright patterns are a feature of the new lines. There is a range of styling brushes decoratively backed with vivid designs with either a plain (£0.75) or pneumatic base (£0.85). Flowers, fruits and lovebirds are the design themes of the Lady Jayne hairslide range. The slides are made in metal with a "stay-tite" clasp. They come in two sizes —

small (twos, £0.30) and large (£0.25 each).

They also feature a half-radial brush, small enough for the handbag (£0.49); two-tone beaded ponytail bands in a choice of six colour combinations (£0.30); and new filigree hairslides interwoven with hearts and flowers ranging from £0.29 to £0.39 according to design (Laughton and Sons Ltd, Warstock Road, Birmingham B14 4RT).

## Photographic

### Polaroid coatless film

Polaroid (UK) Ltd has announced a coatless black-and-white film, Type 107C (£1.79). It is an 8-exposure 3,000-ASA film which self-develops in 30 seconds to produce 3½ x 4½in finished pictures.

The existing Type 107 film will continue to be available and the new film is to be available in limited quantities at first. Polaroid cameras accepting the new film include the 300 series and the 100 Colorpack (Polaroid (UK) Ltd, Ashley Road, St Albans, Herts).

## Cosmetics and toiletries

### Fragrance fresheners

Fragrance Fresheners—perfumed clean-up tissues in individual sachets—are the newest idea from Alyssa Ashley. There are four fragrances, jasmine, oak moss, morning dew and tea rose, and they are boxed in packs of ten sachets (£0.25) (Alyssa Ashley division of Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey).



# Prescription specialities

## PROCAINAMIDE Durules

Manufacturer Astra Chemicals Ltd, King Georges Avenue, Watford, Herts

**Description** Slightly yellow, convex sustained release tablet containing procainamide hydrochloride 500mg

**Indications** Supraventricular tachyarrhythmias, ventricular arrhythmias, dystrophica myotonica, myotonica congenita

**Contraindications** Procainamide hypersensitivity; second and third degree AV-block. Bronchial asthma, myasthenia gravis, systemic lupus erythematosus

**Dosage** Usually 2-3 tablets three times daily. Should be swallowed whole

**Precautions** Care in renal insufficiency or heart failure as accumulation may occur leading to impairment of hepatic and/or renal function

**Side effects** Anorexia, nausea, vomiting and diarrhoea may occur. Occasionally flushing, rash, pruritus, depression, vertigo, psychosis with hallucinations, shivering, fever, joint and muscle pain, "bitter taste" and muscle weakness have been reported. A lupus erythematosus-like syndrome may occur. Long term treatment may give rise to leucopenia, agranulocytosis

**Storage** At room temperature

**Packs** Bottles of 100 tablets (£3.95 trade)

**Supply restrictions** PI, S4B

Issued November 1974

## Electric shaving aid for the disabled

Braun AC technicians at Frankfurt have developed an electric razor holder which enables a disabled person to shave himself with no outside help. The holder-arm, installed at chin height, is fitted with a razor. In order to shave, the person moves his head against the cutting edge. With the help of a handle, which can be operated with the shoulder, the electric razor can be switched on and off.



The company was motivated to construct the device following a letter from a disabled person who had never been able to use an electric shaver. The holder is not a regular item in the range, but anyone who wishes to copy it is free to do so. Braun are to market a range of electric shavers in the UK next year through Braun Electric (UK) Ltd, Mill Mead, Staines, Middlesex TW18 4UQ.

Braun Electric say that their shaving aid for the disabled may be freely copied



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Blakoe Vitamin E — attractively  
packed in convenient counter  
display outers — provides  
YOU with a fast selling, high  
quality product.

			TRADE	RETAIL
			Incl.	VAT
Blakoe Vitamin E (High Potency)	100 mg	100 tabs	80p	£1.30
Blakoe Vitamin E (Higher Potency)	200 mg	50 tabs	80p	£1.30
Blakoe Vitamin E (Higher Potency)	200 mg	50 caps	80p	£1.30
Blakoe Vitamin E (Highest Potency)	600 mg	15 caps	80p	£1.25
		32 caps	£1.58	£2.50
Blakoe Vitamin E (High Potency)		Cream	94p	£1.75



Further information available from



**Blakoe Limited,**

229 Putney Bridge Road, London SW15

## Trade News

### Care Christmas display material

Chemists belonging to the Care group will receive Christmas display material comprising a 60 x 10ins banner, four rondels, four tent cards and an attractive mobile. A Father Christmas motif has been used as the theme and is also featured in December promotional material.

December offers for members of Independent Chemists Marketing Ltd, London N14 6JN, are:— Sunsilk shampoo, standard size £0.14, magnum size £0.20; Liquid Radox £0.23; Aquafresh standard size £0.10, large £0.15; Brut 33 splash-on lotion 100cc £0.70; and Ponds cream 90cc £0.35.

### Diuramil base modified

The Eucryl Division of Sanitas, Stockwell Green, London SW9 9JJ, say that the formulation of Diuramil has been slightly modified. Due to a world-wide shortage, one of the ingredients in the effervescent base has been replaced. This has altered the effervescent characteristics of the product but the active ingredients are in no way affected. The modification has been approved by the Department of Health.

### UK distributor appointed

J. N. Toiletries, division of Jackel & Co Ltd, Kitty Brewster Estate, Blyth Northumberland NE24 4RG, have been appointed UK distributor for Jergens hand lotions — said to be the brand leader in the USA.

There are two variants—Jergens lotion in two sizes (118cc, £0.33; 192cc, £0.42); and extra dry skin formula (118cc, £0.39; 192cc, £0.49). During the initial sell-in period, the hand lotions are available in two counter display units. One consists of 12 each of the 118 and 192 sizes in both variants, and two 10-oz testers with dispenser pumps. The display unit is supplied with a header card. There is also a trial size counter unit which contains 12 59cc



bottles of both variants (lotion £0.16; extra dry skin formula £0.19) which is on bonus of 24 invoiced as 20.

### January retailer offer

Roger & Gallet Ltd, 16 Lettice Street, London SW6 4EH, will be offering retailers a unit containing 12 Extra Vieille Colognes in the 100-cc size (£1.72 each) in January, 1975. With each Cologne will be a free gift of Extra Vieille toilet soap packaged in a "traveller" pack, valued at £0.60.

### Wella trophy race

The first race meeting to be sponsored by Wella UK Ltd, Wella Road, Basingstoke, Hants, was held at Thruxton Park, recently. The main event of the Wella Trophy meeting, which was given full television coverage on BBC Grandstand, was the Formula Atlantic race in which Wella's new car was driven by Ted Wentz. However, after gaining a 10-second lead in the later stages of the race, Ted Wentz had to retire due to car failure.

### Water polo on television

The Aquafresh trophy water polo tournament sponsored by Beecham Proprietaries Ltd, Beecham House, Brentford, Middlesex, was held at the Crystal Palace sports centre, last Saturday (C&D, November 9, p 665). The event is being televised on BBC Grandstand on November 30. Beecham were pleased with the large number of spectators who attended the tournament, many of whom had come from the continent.

### Unichem December offers

Unichem Ltd, Crown House, Morden, Surrey, are featuring the following products on promotion during December: Andrews Liver Salts; Aspro; Brut 33 splash on; Day-Long; Efferdent; Fresh & Dry; Lem-Plus; Liquifruta; Nikini; Nivea; Paddi Pads; Q-Tips; Rennies; Right Guard; Silvikrin hairspray and shampoo; Super Matey; Supersoft hairspray; Three Wishes; Us antiperspirant; Johnson & Johnson cotton buds.

□ Unichem members-only offers are on Andrews Liver Salts, Epomol, Kemval nail polish remover, Nikini, Paddi Pads.

Continued on p 764



# Trade News

Continued from p 763

## Purse-size perfume sprays

Prince Matchabelli, Victoria Road, London NW10, have introduced a "purse-size" measured perfume spray for Cachet and Wind Song fragrances. Both sprays (£2.95) come in "lipstick-style" cases, with a chunky, twisted ring encircling the cap. Cachet spray is in brushed silver, presented in a taupe case on a deep red velour ground, and Wind Song is in brushed gold in a green case on a green velour ground. Refills are £1.47, and there is a display unit obtainable which holds six sprays of each fragrance.

Prince Matchabelli have produced four coffrets containing Wind Song products for Christmas. Packaged in deep green, trimmed with gold they are dusting powder and perfume mist (£3.53); bath oil and dusting powder (£3.53); shaker talc and Cologne (£2.31); creme perfume and Cologne (£3.04). Four coffrets containing Cachet products are a creme perfume and Cologne (£3.04); shaker talc and Cologne (£2.31); dusting powder and perfumed mist (£3.98); perfume mist and purse perfume (£2.80). Both products are featured in television advertising which will last until mid-December.

## Listerine goes to the cinema

Lambert Chemical Co Ltd are planning to spend £80,000 on a cinema advertising campaign that is to last 12 months. The campaign, which features a 60-second commercial based in the 1930's, covers 219 Rank and Pearl and Dean cinemas in London and the South-east. The commercial has an amusing story-line, centring around a melodramatic episode on board an ocean liner where "Rodney" regains his lost love "Amanda" after "discovering" Listerine deodorant mouthwash (distributors are Richard Hudnut Ltd, 35 Dover Street, London W1Z 3RA).

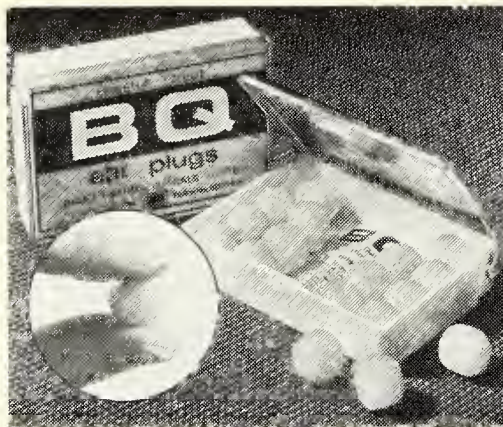
## In-store brochure

A 14-page, take-away brochure listing their range of shavers and personal care products with a price sheet, is the latest point of sale material from Remington Electric Shaver division, Sperry Rand Ltd, Apex Tower, 7 High Street, New Malden, Surrey KT3 4DL.

## Satin shades introduced

Mary Quant have introduced "satin" shades to their range of cosmetics. Available from Myram Picker Ltd, Hook Rise Kingston By-Pass, Surbiton, Surrey, the new shades are "bobby dazzlers" in the Pearly Peepers range consisting of satin peach, grey shot with mother of pearl and creamy ivory (£1.08); oyster shine and ritzy peach in the nail polish range (£0.39); satin slicker lipstick (£0.64); and satin peach in the Blush baby range (£0.83).

From December, Mary Quant are offering Special Recipe cleansing milk and toning lotion at twice the normal size (270cc) for £1.25 each.



## Distamine capsule markings

Distamine capsules 150mg, made by Dista Products Ltd, Fleming Road, Speke, Liverpool L24 9LH, will be marked "DISTA/DISTA" from batch No A32466E.

## Help for the blind

Bonne Bell Ltd, York House, Empire Way, Wembley, Middlesex, are continuing their programme that teaches blind girls skin care and how to apply make-up. Their second programme was held last week in conjunction with the Kent Association of Youth Clubs and Association for the Blind, at the Maidstone Teachers Centre. There are also plans to run two more programmes—one for girls attending the Royal Normal College for the Blind at Rowton Castle, near Shrewsbury, and the other for blind and partially sighted women training to be physiotherapists at a school in London.

## UK agency acquired

Hillspark Ltd, 70 Park Street, St Albans, Herts AL2 2JB, have taken over the UK agency for Kwik Lok bag closures—a neat plastic label applied to the bag opening. The closures may be pre-printed with a brand identification or date coded and priced. They are simple to open and may be reused.

## Gillette Christmas 'bargains'

Gillette Industries Ltd, Great West Road, Isleworth, Middlesex, have produced two Christmas coffrets priced under £1.50. They are a pack containing Gillette G11 twin blade razor and a can of Foamy (£1.46½); the Gillette Techmatic with a can of Foamy (£1.38); and the G11 (£1.16) and Techmatic (£1.07½) also presented in Christmas-decorated outers.

## Check stock level advice

Because Wilcox Laboratories Ltd are moving to larger premises at Castleham Road, St Leonards-on-Sea, East Sussex TN38 9NH (telephone Hastings (0424) 53391) on January 2, 1975, they intend closing down normal operations on December 16. They advise pharmacists to check their stock levels and order all stock for December early in the month. A small staff will be able to deal only with urgent offers after the 16th.

## Beecham booklet

"Just how easy is it to clean baby's bottom when you're away from home?" is the title of a new leaflet published by Beecham Proprietaries. The leaflet has been designed to provide information for

mothers about using All Fresh baby bottom wipes, and is being distributed through Area Health Authorities and health visitors or direct to consumers from All Fresh Information, 114 New Bond Street, London W1Y 9AB.

## Simplified name for ear plugs

Boules Quies ear plugs have now been simplified for the British market to B Q ear plugs. The handbag and pocket container has been redesigned and there is a new counter display available. The ear plugs, which are obtainable from Dales Pharmaceuticals Ltd, Barrows Lane, Steeton, Keighley, Yorks BD20 6PP, are being backed by Press advertising.

## Miner's colour additions

For winter, Miners Make-up Ltd, Hook Rise, Surbiton, Surrey, have two new, soft, brown Lip Shiners—cinnamon toast—(russet pink) and spicy ginger—(soft rust). They are also introducing a pearly white to their range of soft eye sticks.

## Setting the style

L'Oreal, Golden Ltd, 18 Bruton Street, London W1, plan to spend almost £200,000 on an advertising campaign for Roja's Twice and Lasting range of setting lotions. Double-page, full-colour spreads are planned to appear in the December issue of *Cosmopolitan*, *Family Circle*, *Honey*, *She* and *Woman's Own* aimed at a target audience of women aged 25-44. With the theme "Twice as Lasting sets the style" the advertisements illustrate the different styles that may be obtained by using the range.

## Eight shades introduced

Gala of London have introduced eight new shades to their soft centre lipstick range. The shades are pink, rose, plum, poppy, ginger, tulip, cherry and peony and are available now from Myram Picker Ltd, Hook Rise, Kingston By-Pass, Surbiton, Surrey.

They also introduce "shimmering" shades to their nail polish, eye shadow and lipstick ranges. There are four new nail polish shades, two matte eyeshadows, and two lipstick shades.

## Marketing change

Marketing and distribution of Rotex tape-embossing machines is now being handled by Primark (UK) Ltd, Excelsior Works, Kirkby Road, Barwell, Leics.



New packs for Wax-a-way and Coolwax depilatories, distributed by Eucryl Ltd, 7 Oakley Road, Southampton, Hants. The blue and white cartons and tubes have been designed to attract new younger users yet retain their appeal to older users.



**Vestric national promotions**

December promotions by Vestric Ltd, Chapel Street, Runcorn, Ches WA7 5AP, are, Q-Tips; Angiers junior aspirin; Sun-silk hairspray and shampoo; Alka Seltzer; Wilkinson Double Edge and Bonded blades; Radox liquid; Propa PH; Kotex New Freedom; Twice as Lasting Quick-set; Radian B spirit liniment and massage cream; Bristows shampoo and conditioner.

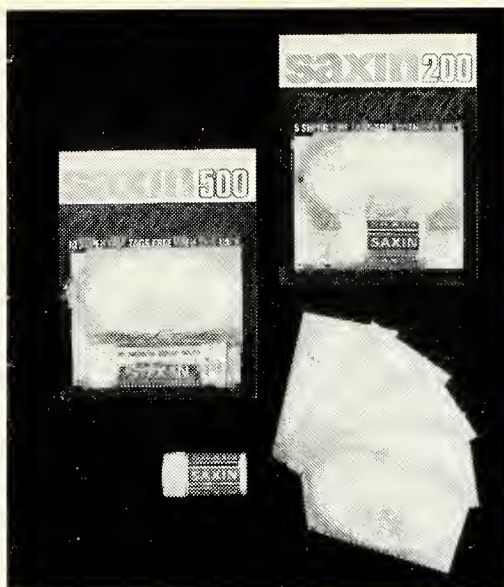
**Eye balm repackaged**

Jean D'Albret-Orlane Ltd, 125 High Holborn, London WC1V 6QX, have repackaged their liquid royal jelly eye balm (£2.85) in a jar—complete with spatula. The eye balm comes in the newly-designed Orlane carton of pink, white and gold.

A new trio eye shadow, called tio gris, has been added to the range. The eye-shadows (£2.80) are a frosted anthracite, soft pearl grey and pink, and come in a slim blue compact, with large mirror and dual-ended applicator.

**Almay January offers**

Almay are to offer low-price "jumbo sizes" of some skin care items. They will be available for sale from January 1, 1975, for a limited period only, at department stores, selected chemists and major branches of Boots. The offers are moisture lotion 220cc £0.90, cream cleanser 200cc £1.10, skin tonic 190cc £0.85 and moisture cream 200cc £1.30. Details from Almay Cosmetics, New Bond Street, London W1.



New gift packs of Saxin from Wellcome consumer division, Crewe Hall, Crewe, Ches, contain 10 free gift tags on packs of 500 and five free gift tags on packs of 200. The tags are prettily decorated and can be used not only at Christmas but at any gift time

**Tydisan new packs**

Spillers Ltd, Old Change House, Cannon Street, London EC4M 6XB, have repackaged Tydisan sanded sheets to give the product more on-shelf "impact." The back of each pack now has lists of detailed information about the welfare and dietary requirements of cage birds.

# on TV next week

Ln — London; M — Midland; Lc — Lancashire; Y — Yorkshire; Sc — Scotland; WW — Wales and West; So — South; NE — North-east; A — Anglia; U — Ulster; We — Westward; B — Border; G — Grampian; E — Eireann; CI — Channel Islands.

**Aquafresh:** All areas

**Beecham Powders range:** WW, We, CI

**Beecham Powders & Hot Lemon:** All except WW, We, E, CI

**Beecham Powders & tablets:** All except WW, We, E, CI

**Bright & Beautiful tissues:** All areas

**Brylcreem Omadine:** Sc, G

**Coty fragrances:** All except E

**Falcon:** All areas

**Fishermen's Friend lozenges:** Ln, Sc, So, NE, A

**Flair:** All areas

**Khadine:** All areas

**Kodak pocket Instamatic cameras:** All areas

**Maybelline Shade 'n Shine:** All except U

**Mentho Lyptus:** All except E

**Oil of Ulay:** All areas

**Old Spice:** All areas

**Polaroid Super Swinger:** All areas

**Sea Jade:** All areas

**Shanida:** All areas

**Us hairspray:** Lc

## Unichem's computer link

Unichem are describing the new computer link with their distribution depots (last week, p 742) as "a major advance in computer technology to help Britain's independent chemists run their businesses more profitably".

After more than a year of development work and studies, Unichem claim they will be providing the country's first computerised price-extended delivery note. "This is a significant breakthrough and will give chemists very considerable profit benefits" said Mr John Thompson, a Unichem director. The key advantage is that the delivery note will show a recommended retail price and a guaranteed Unichem cost price of individual purchases by the chemist. The computer link-up also means swifter deliveries,

simpler, easier-to-read documentation, and greater accuracy.

The new system has been developed around the advanced IBM 370 computer installation at Unichem's headquarters in Morden, Surrey. A team of technicians, headed by Mr David Walker, data processing manager, has worked closely with GPO experts to link the depots in Croydon, Willesden, Nuneaton, Leeds, Sheffield, Preston, Newcastle and Swansea, by data transmission line with Morden. Each depot has been fitted with the MSI data capture units that were described last week.

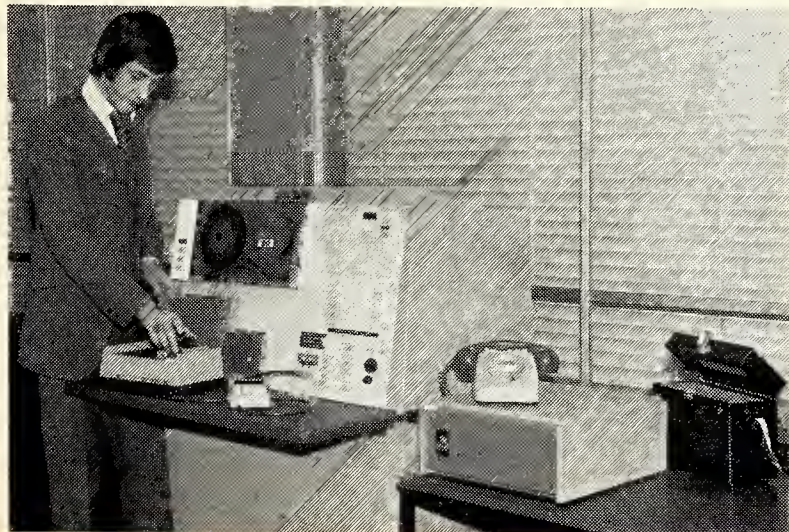
The system has undergone a rigorous trial at the Croydon depot. "There were a few teething problems and we had to make a number of alterations to our



Each MSI unit has a keyboard by which the operator can transcribe chemists' orders on to a cassette tape. The information is then fed across the GPO system into the Unichem computer.

system concept" said Mr Thompson. "These have been implemented and it is working satisfactorily now with overwhelming success."

At present, the new system covers all over-the-counter orders under the profitable buying and retail stock control scheme, and monthly promotional offers which together account for more than half of the Society's OTC sales. "We are continuing to investigate extending the concept even further" says Mr Walker, whose computer department processes close on three million orders a year.



Computer shift-leader, Ian Mills, with the MSI data receiver at Morden



# Professional News

Pharmaceutical Society of Ireland

## Austria proposes to act on arsenic preparations, Drugs Board warns Society

Austria has proposed to take measures against preparations containing arsenic, the Council of the Pharmaceutical Society of Ireland was told at its November meeting.

The registrar, Mr J. G. Coleman, read out a letter received from Dr A. Scott, medical director of the National Drugs Advisory Board. The letter stated that the Board had received notification of proposed steps to be taken in Austria concerning pharmaceutical products containing arsenic, with regard to the carcinogenic effects of arsenic compounds in the light of recent information. Pharmaceutical manufacturers and distributors in Austria had been informed that licences for tonics containing arsenic, parenteral arsenic preparations, oral remedies against asthma that contain arsenic, and vaginal tablets containing arsenic would have to be officially withdrawn unless the composition of such products was altered.

One Council member said he interpreted the letter as an indication of things to come. He expressed the fear that more and more drugs would be taken off the market and "we will be reduced to a number of patents". He further felt that the legislation of another country should not be accepted until the matter was investigated in Ireland and until clinical trials had produced evidence of dangers. "This is Ireland and we should make our own legislation", he said, "unless there is international or EEC legislation brought in." The president, Dr W. E. Boles, felt the Society had to take note of the NDAB's communication and inform its members accordingly. Mr M. F. Walsh agreed, though he felt that the industry was providing valuable drugs and many safeguards for the public.

It was decided that a special committee should evaluate the whole question, including that of additives in various products, and that it should be referred to the Medicines Legislative Committee.

### Restrictive practice survey

The assistant registrar, Mr J. Cahill, had written to the Examiner of Restrictive Practices following his request for information on the Society's statutory powers and obligations in his investigation of the nature and quality of competition in the sale of pharmaceuticals and cosmetics. (The Council had decided, at its October meeting, to reply factually, outlining the Council's views regarding the distribution and supply of medicines in relation to public health.) Mr Cahill's letter was as follows:—

"The Pharmaceutical Society of Ireland has no policy with regard to the 'confin-

ing of supplies to the pharmaceutical chemists'. This is particularly true in the case of cosmetics and other 'pharmaceuticals' which do not come within the definition of 'medical preparation' as specified in the EEC Directive 65/65.

"The Society believes that in the interest of public health, medicines should be available to the public only where the requisite skilled advice is readily available. No medicine can be described as 'safe'; even aspirin has at least fifteen possible adverse reactions. Discussions are taking place in Brussels concerning the implementation of nine draft directives affecting pharmacy and these include provisions for confining the sale of medicines to pharmacies. The Society supports that general principle.

"The Society has no function or policy in relation to resale prices, resale price maintenance, or prescription charges.

"The Council's statutory powers and obligations are specified in the Pharmacy Acts 1875 to 1962 in regulations which have the approval of the Minister for Health and in a wide range of forensic enactments. In general, the Council is concerned mainly with legal and educational matters and not with commercial activities. The members are agreeable to have a discussion with you and I am available to arrange a meeting at a mutually convenient time."

A reply had been received from the Examiner, thanking the Society for its information, and stating that a meeting was not necessary at that time.

The North Dublin social workers had written to the registrar about difficulties encountered by illiterate and semi-illiterate patients in understanding instructions. One social worker had found a client about to give her child a spoonful of eardrops orally.

"We should very much like to hear your views on this problem," the letter stated, "especially on the possibility of introducing a sign such as a 'skull and crossbones' to denote poison, which could be widely used. Also, how do pharmacists feel about their responsibility in instructing patients when dispensing drugs."

It was felt that the Society's attitude was spelt out in 1972 and it should be spelt out again: "As regards education of the public, it is a role which pharmacists must play". Part of health education should involve explaining to the patient the type of material he or she was handling — such should be part of the role for community pharmacists.

The president agreed that pharmacists must ensure that instructions are conveyed orally when supplying medicines. The

Council should not condone the practice of sometimes putting new labels over old labels on bottles. Members agreed that the question of labelling should be looked into and methods up-dated. While the practice of explaining to patients the use of the medicine would continue to be important, "If the doctor or the pharmacist is in a hurry, the patient could get a garbled idea and clear labelling is an additional safeguard."

Perhaps the time had come for a standardisation of labels and fewer different shapes and sizes of containers. It was felt the industry would be glad to co-operate, and Dr Boles asked Mr W. J. Butler to take the matter to the Practice of Pharmacy Committee.

The registrar was directed, when replying to the social workers, to ask that people be told not to mix their medicines, and to keep tablets in separate bottles as originally issued.

The Council's permission was granted for the use of the College of Pharmacy's premises for a card drive to be held by the Pharmacy Bridge Club to raise money for the Benevolent Fund.

As the Society's efforts to induce the Department of Posts and Telegraphs to issue a commemorative stamp to mark the Society's centenary were again unsuccessful, Mr Walsh suggested the Council should begin to think in other terms, and at least issue a commemorative stamp of its own even if it had no philatelic value.

Mr P. M. Browne was appointed chairman of a committee to handle the centenary celebrations. He felt the committee should consist of two or three members initially, with the freedom to call in more members at a later stage.

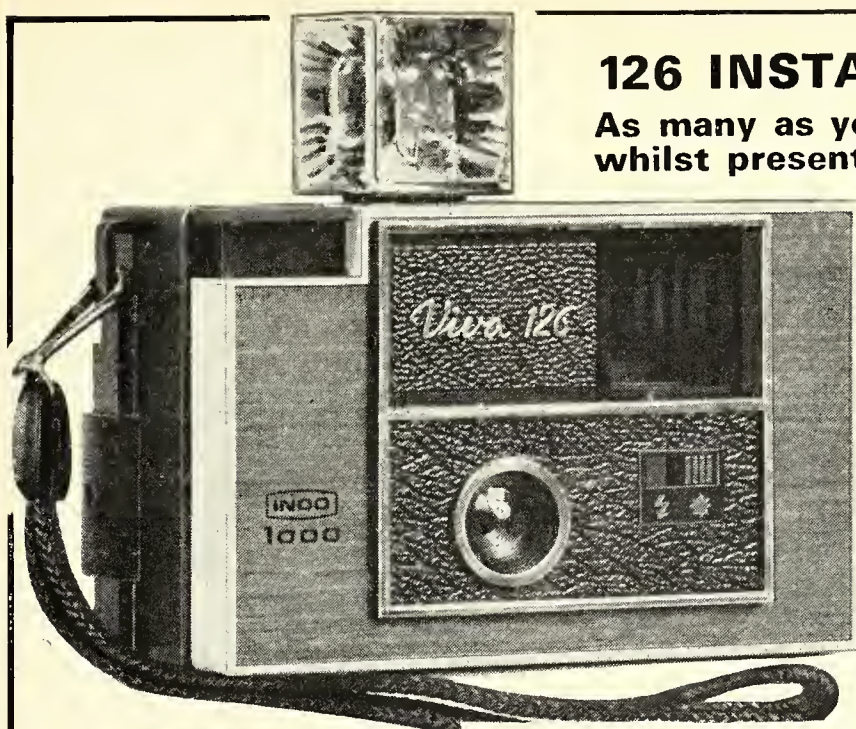
### EEC 'ray of sunshine'

A report from the delegates to the General Assembly of the EEC Group was considered by the Council. Mr R. J. Power said he was conscious of "a ray of sunshine" in Munich. "The whole process of building a new relationship with the EEC Commission has started again and I don't think we in this country can afford to be outside that process of rebuilding," he said. "For the next six months, Irishmen could influence, to a large degree, the thinking in Brussels."

A member felt that perhaps Ireland should try and formulate its own plans and try to get them implemented, especially on such issues as free movement of drugs, labelling requirements and consumer interest. Several members voiced their support and felt that the Society should continue to be represented at the EEC Group, despite difficulties being experienced there. Dr Boles summed up by saying that he was satisfied Mr Power would continue to represent the Society in Brussels.

The following addresses were changed in the Society's registers: Mrs Nora Fitzgerald, LPSI, and Mr James Fitzgerald, LPSI to 4 Idrone Park, Knocklyon Woods, Templeogue, Dublin 14; and Mrs Elizabeth C. Murphy, Assistant, to Ash Grove, Coolnahane, Kanturk, co Cork. Dr Michael G. Kieran, LPSI, was restored to the register, and a change of name in the register was granted to Mrs Catherine T. Walsh (nee Plunkett), Assistant.





## 126 INSTANT LOAD

As many as you like —  
whilst present stocks last!

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**The ideal Christmas present**

**For the vast majority of ordinary men and women who just want a good easy-to-use camera at a very modest price.**

The **VIVA** is produced by a famous French maker who specialise in producing efficient cameras of advance design and beautiful appearance at a very low price.

The **VIVA** has proved a big success in over 70 countries including Japan.

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# FAIR Laboratories wish to announce new prices for their Roter products

Prices effective from 2nd December 1974

Product	Size	Trade Price each	Retail Price each exc. VAT	Retail Price each inc. VAT
Roter Tablets	20	£0.24	£0.32	£0.34½
	60	£0.70	£0.91	£0.98
	120	£1.36	£1.70	£1.83½
	500	£5.20	£6.80	£7.34
Rotercholon Dragees	60	£0.31	£0.40	£0.43
	500	£1.99	£2.58	£2.78½
Rotersept Spray	270g	£0.96	£1.26	£1.36

## FAIR Laboratories Limited

179 Heath Road, Twickenham, Middlesex. Telephone 01-892 2028.  
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# A MAN AND HIS PHARMACY

## Providing the capital with a 24-hour service

Situated at the world's crossroads is probably the best-known pharmacy in the world, an extravagant claim, but one which could, with justice, be made for Boots, Piccadilly Circus. It is the last all-night survivor of the group which once included Bell and Croyden and Allen & Hanburys. The business here is unique, as is the stock carried, varying from a wide range of continental specialities to tinctures of adonis vernalis and convallaria. The range of activities is reflected by the scope of the branch library which includes American, European, Canadian and Indian drug guides and the numbers of international reference books including Australian, New Zealand, Hong Kong, Irish and South African editions.

Dealing as it does with the cosmopolitan clientele of tourists, foreign residents and embassies, the pharmacy is increasingly regarded by them as the central source of information on all aspects of medicines, especially equivalence to foreign brands, together with queries on safety, side effects and antidotes. Indeed, telephone calls concerning prescription products have been received from as far away as the United States, and, of course, tourists form a high proportion of the customers.

### Traditional merchandise

To manage such a "prestige" pharmacy is obviously a responsibility—but it must be admitted that there are fewer opportunities to "make one's mark" since the business's unique qualities dictate most of the terms! For example, the manager points out: "The pharmacy is open twice as long without me as it is with me." In the "hot seat" for the past seven years, Mr Kenneth Peirce, MPS, takes pride in the fact that his centre-piece pharmacy remains exclusively "traditional" in the merchandise it sells. How many other pharmacies can claim to derive 60 per cent of their total turnover from medicines-counter sales?

Mr Peirce qualified as a chemist and druggist from "the Square" in 1946. "Like so many of my contemporaries, I came into pharmacy by accident," he explains. "I was on an engineering course when the school was evacuated because of the war. I looked round for a job, Boots were advertising for apprentices, and I applied . . ." It is a step he has never regretted.

After two years' National Service as a dispenser (spent at the Army's "centre-piece," Aldershot!), he returned to the company, managing four other branches in the London area before being appointed to Piccadilly in 1967.

The branch, which first opened in 1924 and has not closed its doors since, is the

sole survivor of Boots' 24-hour pharmacies. At the peak in the 1930's the company had ten day-and-night shops, but an extension of late-opening by suburban pharmacies spread out-of-normal-hours dispensing too thinly.

Even Piccadilly, with its exceptional prime position and its round-the-clock clientele, could not justify its dispensing service on purely economic grounds. Here Mr Peirce points to the high cost of salaries with a three-shift system (8 or 9 am to 5 pm, 1 pm to 10 pm and 10 pm to 8 am). A total staff of around 60 is employed including up to ten pharmacists to cover the 24-hour period.

### Drug scene

Because of its situation, and because its opening hours included the magic midnight, the branch was inevitably drawn into the drug scene of the 'sixties. This period provided a difficult episode in the branch's history. Only the restriction of the hours when prescriptions could be dispensed brought relief, and the midnight queue has receded into memory. By deliberate policy the number of addicts has been reduced from over sixty to today's minimum.

Other measures, including the Misuse of Drugs Act and the disappearance of Methedrine, have improved the situation to the extent that addicts are no longer a problem. The belligerent Methedrine addicts were the worst, says Mr Peirce, "but now it is difficult to tell an addict from an ordinary customer."

If most of the addicts have gone the forgeries remain, presenting a continuing challenge to the staff's vigilance. Mr Peirce thinks they had the "ultimate" when a patient handed in a prescription for a larger than usual quantity, plus a covering letter from the doctor explaining that the patient was going on holiday. *Both* were forged! However, the forgery problem has eased somewhat since the branch ceased to hold amphetamines. The 24-hour delay in obtaining supplies seems to put the forgers off.

The staff are not sorry, because the misusers of amphetamines are difficult to handle. "We have had a few disturbances to break up," says Mr Peirce, "but the worst part was the image it gave to the pharmacy. Piccadilly still has its odd characters, but most of the stories about them are not fit to print!"

Another hazard of the location is the "special occasion" which makes the Circus a Mecca for all and sundry. "We have a few damaged people brought in, but it's usually just a matter of calling an ambulance. New Year's Eve is better than it used to be—they board up Eros, so people



Mr Kenneth Peirce

prefer Trafalgar Square with its fountains. Night staff say the worst time is when Wales play England at rugby—the fans can be very noisy!"

The pattern of dispensing at Piccadilly may surprise pharmacists accustomed to "local patients." Mr Peirce points out that his are ill, but not ill enough to stay at home. Thus, during an epidemic, the days are no more busy than usual, but come 5 o'clock or the weekend, "and we are inundated." He recalls his first Christmas at the branch when more than a week's dispensing was done in three days, with queues four and five deep—but it was back to "normal" after the holiday.

Prescriptions are received from all over the UK as well as abroad, of course. A survey of a sample of 1,284 prescription forms last year showed that they came from a total of 764 doctors—less than two each on average, the highest (from a local doctor) being 30!

The many different doctors' handwriting is another problem, and here Mr Peirce pays tribute to his highly experienced staff. But difficulties do arise from the doctor deputising services. The deputies are of many nationalities and they often work in hospitals during the day: "They are not well versed in writing general practice scripts, know little of prescribing regulations, don't put on any quantities, and have illegible signatures—which makes them difficult to contact at night, even through the deputising service."

### Not ideal

What about the pharmacy itself? Boots would be the first to admit that the premises are not ideal for this prestige business. Space is extremely limited and the shop area suffers the disadvantage of being on two levels. The present arrangements are that the dispensary is at the higher level at the back, but before the last refit it occupied the "balcony" or mezzanine floor over the entrance. Many old Piccadillyites will remember the one-man lift—the only means of access. Inevitably it is a "quart into a pint pot



situation," but the layout is being looked at again with a view to bringing the dispensary to the front of the premises to give even better control over the area which is open all night. At present a grille is used to divide off the toiletries counter and this had not proved entirely satisfactory. The whole of the Piccadilly scene is under threat of development and in the medium and long term the whole future of the pharmacy must be in doubt.

Kenneth Peirce lays no claim to being a pharmaceutical "politician," but, like many others among the "grass roots," he is concerned about increasing restrictions on his professional freedom. He fears that the Medicines Act is taking away many of the advantages of being a pharmacist by making many effective medicines prescription only. "The pharmacist can no longer use his professional judgment."

He is proud that Piccadilly branch remains "traditional," although he believed that any policy that might enforce restriction of merchandise variety in pharmacies generally could lead to "pharmacy falling flat on its face." He says: "We sell to 1½ million customers a year and have a vast dispensing business, yet high overheads mean that we can just about make a profit. Restriction of merchandise would mean a reduction in the number of pharmacies, which would be bad for the customer and would give pharmacists a poorer standard of living."

### No 'cheap' trading

Chemist sales at Piccadilly are the highest of all Boots pharmacies, and to a degree that must be due to a policy of trading "up-market." Mr Peirce believes that it is right to sell an effective medicine at a fair price—"many pharmacists make the mistake of believing the custo-

mer always wants something cheap." Certainly, the Piccadilly environment must have some stimulating quality, for amongst those influenced by it are Mr F. W. Wright, the pharmacist member of the parent board, Mr J. T. M. Ross, the company's pharmacy superintendent, territorial general managers Mr K. Jervis and Mr J. P. Lewis, and—believe it or not—Mr J. Wright, now of the NPU.

### Radio call

Returning to the business's international reputation, Mr Peirce recalls an instance of an urgent call for an antitubercular drug for someone in Poland which went out on amateur radio. The first thought of two "hams" who picked up the plea, one in France and one in Britain, was to telephone Boots Piccadilly. But it is some of the foreign visitors that come personally into the pharmacy who cause the greatest problem. Medicines in Britain tend to be cheaper than abroad and the visitors do not miss the opportunity to "stock up"—unfortunately for them, the latest Medicines Act script-only restrictions have closed the door on many such transactions and Mr Peirce expects the situation to deteriorate rather than improve. "The difficulty is that overseas visitors think there are ways round the rules—and that money will do it," says Mr Peirce.

To end on a statistic for this pharmacy that defies the statisticians: those 1½ million pairs of feet wear out the PVC floor tiles in just four years!

Since this was written, Mr Peirce has been promoted to the Richmond branch. He has been succeeded by Mr G. W. Archer who formerly managed a branch in Sloane Square.

Boots Piccadilly — a 24-hour pharmacy service at the world's "crossroads" and a familiar sight to Londoners and visitors to the capital alike



## Westminster report

### EEC drafts on cosmetics and aerosols discussed

The House of Commons discussed EEC draft directives on cosmetics and aerosols on Monday.

Mr Alan Williams, Minister of State, Department of Prices and Consumer Protection, explained that much of the proposed control of cosmetics was in annexes. One listed over 400 substances which must not be used in any circumstances; another section set limits on the amount or proportions of other substances which can be used; a specification about labelling would require the name and address of the manufacturer or the person marketing, the contents, the expiry date or whether there was a limited shelf life and precautions for use; and a positive element gave a list for example, of colourants which can be used in preparations coming into contact with mucous membranes.

Member States hoped for progress in future towards a positive emphasis, rather than the draft's negative list, and hoped that a positive list would be extended to preservatives, antioxidants and stabilisers. The Government were pressing for any precautions to be printed on the outside of a package as well as on the container.

On the aerosol draft, Mr Williams explained it was an optional directive and in no way inhibited member States from having lower standards. However the draft largely conformed to those standards already applying under British Standards and code of practice of the British Aerosol Manufacturers' Association. Labelling would be required to carry warnings that the aerosols were under pressure and, therefore, should not be exposed to heat, punctured or burned.

### 'Satisfied' with Misuse Act

Dr Shirley Summerskill, under Secretary of State, Home Office, said in the Commons last week that her Department was satisfied with the working of the Misuse of Drugs Act. She was replying to Sir William Elliot whose query was prompted by the fact that "Bromo STP" was not classified as a Controlled Drug (last week p 729).

□ An attempt to remove provisions for higher national insurance contributions for the self-employed from the Social Security Amendment Bill was rejected in the Commons on Tuesday.

### Factory destroyed

The factory, warehouse and offices of Gerhardt Pharmaceuticals Ltd at Glebe Road, Huntingdon, were totally destroyed on Tuesday night by a fire. Supplies of the firm's products should be obtained from wholesalers, say the company.



# Letters

## Future of general practice pharmacy

At the Socialist Medical Association's meeting in the House of Commons (last week p 726), I asked one of the speakers, Mr W. M. Darling, when in his opinion, a State-owned pharmacy service should be introduced, before or after the present system crumbled?

Mr Darling's reply was in essence: (1) There are greater health priorities than State pharmacy; (2) retail pharmacy was not crumbling to the extent that some speakers indicated; (3) closures are not of such importance, because in certain areas there are more pharmacies than are needed.

As shortage of time precluded me from taking up these points at the meeting, and as I feel that this is a subject of general interest, I would appreciate the courtesy of your columns to reply to these statements.

(1) If there exists greater health priorities than that of the public service provided by general practice pharmacy, then let those priorities fight for their own recognition. As a pharmacist my main concern is that I am able to continue to provide that aspect of "patient care" for which I have been trained. Other "priorities" in "patient care" are the concern of *their* instigators, not ours.

(2) If retail pharmacy is not crumbling, and if the continuing high annual rate of pharmacy closures is not significant enough to Mr Darling, it is becoming increasingly apparent that its significance is becoming strikingly apparent to those communities deprived of their local pharmacy, and to local councils receiving petitions from enraged members of the public. If this is not a case of priority, then we must ask ourselves whether or not our services to the public are not being undervalued and grossly undersold by some of the *leaders of our own profession*?

(3) If there are too many pharmacies in some areas — then it is equally true that there is a dire shortage of pharmacies in other areas. Scotland was one area in particular mentioned by one member of the meeting who felt that it was there where a "guaranteed service" was most likely to begin.

### Employee status the answer

As I pointed out in my paper which first advocated a State pharmacy service in 1972, the whole aim of such a service would be to guarantee an adequate system of distribution of medicines to the public by a proper system of planned distribution of pharmacies. Under the present crumbling system it is extremely unlikely that this will ever come about. It would seem equally unlikely that pharmacists will receive proper remuneration for their services, irrespective of the economic climate prevailing, whilst the

GP sector is artificially divided into so-called "contractors" and "employee" pharmacists. It is only, in my opinion, when all GP pharmacists are State "employees" (which "contractors" are in reality at the present time, under the worst possible conditions) that proper and effective union representation will be possible for the whole of the profession.

It is only this kind of representation which will rank our "patient care" services as a priority. The alternatives? A disastrous breakdown in what has been a first-class service to the public in the past; a continuing decrease in the number of independent pharmacies in all areas, which in turn will lead to former "contractor" pharmacists flooding the "employee" market to a degree that could well affect the present day "security" of employees of the larger multiples, with a subsequent drop in wages and looming unemployment.

Whilst this may well appear a gloomy prognosis, under the present system, it can only be done by a change in attitude

of some of our professions' leaders, who must come to realise that in present circumstances there is a "grass roots" job to be done by them today, to ensure that any decent chance can exist for us to practice our profession tomorrow.

"Pharmacist-care" by our leaders, is synonymous with "patient-care" by our profession.

Stanley Blum  
London W11

## Into orbit?

Could not that couple of commercial catastrophies, the Co-op and the chemist Care, concurrently confronting the Council for contravention of the code of ethics, be connected to a Cape Canaveral contraption for continuous conveyance conveniently or conclusively?

Confused Customer

[Confusion compounded by this correspondent — he committed his post-card to the Council's headquarters—Editor.]

## Weston's new warehouse provides base for continuing expansion

"We are consolidating and looking for organic growth rather than growth by acquisition — but we are not going to stop growing," said Mr Ralph Weston, chairman of Weston Pharmaceuticals Ltd, last week. However, the company was still looking at selective acquisition and had opened six or seven new branch pharmacies this year — though 14 had been closed as part of the rationalisation process.

Mr Weston, who was speaking at the company's newly-enlarged Sheffield distribution depot, added that part of the consolidation period would involve development of the company's "corporate" image — by way of own brands, shop facias and layout, etc. This would be part of the function of the new group marketing executive, Mr John Ramsay (see C&D, November 9, p 672).

Mr Brian McElroy, joint managing director, said the plan was for branches to portray an even better image for professional service in addition to the existing good image for price competitiveness.

Reorganisation of the Sheffield ware-

house has cost Weston £160,000 — but it has increased the potential handling capacity by 2½ times, and improved efficiency and staff working conditions. The changeover had to be undertaken while the work of distribution continued, but was completed only a fortnight behind schedule (despite an "inversion" of the bulk- and active-stock areas).

### Two floors

As now constituted, the warehouse — which services Weston's 218 retail outlets — has a total of approximately 62,000sq ft of storage space which is split into two sections. The bulk store area is at ground level and the active store, which includes order assembly areas, on a mezzanine built above it. As necessary, stock is moved from the bulk store to the active store using a fork-lift truck and from this area, goods are picked to make up orders.

A total of 14,000 lines are kept and a regular schedule of delivery journeys is organised to make the most effective use of the delivery fleet and thus minimise the delivery costs.



A view of the increased storage capacity at Weston's Sheffield warehouse. The "mezzanine" floor is constructed above the bulk store racking



# Company News

## Beecham's healthy exports but home profits tumble

While the total sales and profits of Beecham Group Ltd in the half year to September 30, continued to grow, there were marked differences between their UK and overseas activities.

Compared with the first six months of last year total overseas sales increased by 50 per cent to £127.5m, of which 22 per cent came from acquisitions. Excluding acquisitions, which made only a minor contribution to the Group's profit before taxation, the growth in overseas trading profit was 23 per cent. Among the overseas markets in which their pharmaceutical business made good progress were the United States, Japan and Australia.

The chairman, Professor Sir Ronald Edwards, tells shareholders that the picture in the UK was very different from this generally bright overseas position. Though sales increased by 9.5 per cent to £74m, trading profit declined by 23.7 per cent to £5.9m.

The problems affecting British industry stemming from inflation, price controls, and the aftermath of the three-day week had their effect on Beecham.

Shortages of materials and components have persisted until comparatively recently, depressing both production and sales.

In common with most of British industry they had to face enormous increases in the cost of many of the materials used, and substantial increases in wage and salary costs.

About demand from the home market, Sir Ronald says "both retailers and wholesalers in the UK drastically reduced their stocks because of the general squeeze on liquidity. This trend became pronounced in July and continued for the remainder of the half-year, though there are now signs that it is levelling out". Despite that he says the Group will maintain their capital investment programme.

## MCP Pharmaceuticals moving to Scotland

M.C.P. Pharmaceuticals Ltd, part of the Mining and Chemical Products Group, are shortly to transfer their entire operations to Livingston, West Lothian, from Alperston, near Wembley. The company will occupy a 10,000-sq-ft factory on the Houstoun Industrial Estate for the manufacture, packaging, and distribution of a range of "ethical" pharmaceuticals, bulk chemicals and medical equipment.

Members of the company's existing management will be moving to Scotland to run the enterprise. These include production manager, Mr Norman Tibbles and marketing manager, Mr Michael Gatenby, and Mr J. Clark, a director and general manager.

M.C.P. are the third company in the

field of pharmaceuticals and medical supplies in recent months to announce their intention of starting operations in Livingston. In September, Arbrook Ltd, a subsidiary of Johnson & Johnson, began erecting a purpose-built factory there.

More recently Unichem announced their intention of starting operations from a 22,000 sq ft warehouse in Livingston, so completing their national distribution network.

## Revlon results ahead

Revlon International Corporation in Great Britain have achieved higher sales in the first ten months than those achieved by the Corporation for the whole of 1973. For the Corporation as a whole sales in the first nine months of the year were \$413m against \$348m. Earnings at \$35.5m were up by 15.3 per cent.

### Briefly

**Regent Laboratories Ltd** have appointed Mr Glyn James manager of their newly created commercial division.

**G. D. Searle & Co Ltd's** offer for the shares of Gold Cross Hospital Supplies Ltd (last week p 745) has been accepted in respect of over 90 per cent of the outstanding shares.

**Boots Ltd** will be the focal point of a new £750,000 Rank City Wall development in the centre of Folkestone, Kent, due for completion at the end of 1975.

**Bush Boake Allen Ltd** have opened a commercial office in Tokyo to work with the company's local agents Morimura Brothers.

**Spillers Foods Ltd** and Canada Packers Ltd are to form a joint company, Spratts Pet Foods (Canada) Ltd, to market pet foods in Canada.

**Odex Racasan Ltd:** On sales of £3.06m in the half year ended September 30, group profit before tax was £364,200 against £2.3m sales and £305,608 profit in the corresponding 1973 period.

**Savory & Moore Ltd** have closed their branches in High Street, Cheltenham and High Street, Oxford, the latter business being transferred to the existing one in the Westgate Centre, Oxford. Mr J. H. Jenks, MPS, has been appointed the company's area manager for London and East Anglia.

**Warner Lambert Services Ltd**, formed earlier this year to provide a range of professional and specialist services to each of the Warner Lambert affiliates in the UK, have named the following appointments: Mr W. J. Curtis, chairman; Mr D. R. Ross, president; Mr P. Stephenson, vice-president; Mr D. Kelly, director; and Mr J. C. Burt, company secretary.

## Roche hearing may last 10 days

Legal moves by F. Hoffman-La Roche A.G., Basle, Switzerland, to nullify orders reducing the prices of their drugs Valium and Librium in the UK, were challenged in the High Court on Monday.

The Department of Trade and Industry, and the Chairman of the Monopolies Commission, against whom Hoffman-La Roche have started an action, applied to have the company's writ and statement of claim struck out. The hearing is expected to last 10 days. Striking out is the legal procedure used by the defendants in an attempt to nullify parts or all of the statement of claim made against it.

Last year the company was ordered to reduce the prices of the two products following a report by the Monopolies Commission of a complaint by the Department of Health and Social Security.

In its action the company is seeking declarations that: 1, The procedure employed by the Monopolies Commission in investigating and reporting on the supply of the two drugs was unfair and contrary to the rules of natural justice; 2, That the Commission's report was invalid and of no effect; and 3, That orders made by the Secretary of State for Trade and Industry were *ultra vires*, invalid and of no effect.

The company is also claiming damages. The applications to strike out are on the ground that the company's claim discloses no reasonable cause of action, is frivolous or vexatious, or otherwise an abuse of the processes of the court. The case is being heard by Mr Justice Whitford.

## A round for Roche in West German action

Hoffman-La Roche last week gained a stay of execution of the order by the West German Cartel Office to lower their prices for Valium and Librium (*C&D*, November 2, p 644).

The Kämmergericht, the highest court in Berlin, ruled that immediate entry into force of the office's decision was not required in the public interest.

Giving the ruling that the group need not cut its prices on January 1, the court threw doubt on three critical areas of the Cartel Office's case.

First, it questioned whether Roche's position in the German tranquiliser market was based on excessive market power—the Cartel Office argued that it had abused a dominant market position—or was merely based on the structural peculiarities of the German market.

The court also said that it was not clear whether enough consideration had been given to the structural differences in the markets—Great Britain and Italy—which were used for comparison with the German market.

Finally, the court questioned whether the cost calculations made by the Cartel Office, particularly where it referred to Italian prices and research costs, were a valid basis for proceedings.



# Market News

## MANY CHEMICALS UP

London, November 27: During the week most barbiturates were increased in price. From the beginning of December considerable price rises also become effective for paracetamol, citric acid and citrates (sodium and potassium). The big gap between imported and domestic citric acid has only slightly narrowed indicating that demand far outstrips available supplies. The same position obtains in paracetamol where domestic contracts have been increased by £0.50 kg. Some imported material is being offered at twice the domestic contract rate.

Whilst the various grades of liquid paraffin are unchanged the white and yellow jellies are advanced.

Lanolin is extremely dear and at least one large supplier has virtually withdrawn from the market because of the difficulty in getting wool fat. The basic cause of the shortage here is not the lack of wool but the sluggish demand for wool by the textile industry world wide.

In crude drugs cascara and white squill were firmer. Lower were copaiba and Peru balsams, chillies, lycopodium, menthol, pepper and cumin seed.

Because of the shortage of white squill from Italy, the variety shipped from India may be substituted in the BPC after December 1. If supplies from the Mediterranean region becomes available again the amendment is likely to be withdrawn.

Australian honey has fallen substantially in price but Canadian and Mexican are only marginally off their peak levels established earlier in the year.

Easier among essential oils were cananga, cedarwood, cinnamon leaf, palmarosa and *arvensis* peppermint.

## Pharmaceutical chemicals

**Acetomenaphthone:** 100-kg lots, 0.64½ kg.  
**Amylobarbitone:** £5.41 kg; sodium £6.30 in 5-kg packs.  
**Ascorbic acid:** £6.00 kg; 5-kg £5.00 kg; sodium ascorbate, plus 8p; silicone-coated, plus 25p kg.  
**Butabarbital:** In 5 kg packs £7.15 kg; sodium £7.85.  
**Butobarbitone:** £6.75 kg in 5-kg packs.  
**Calciferol:** £450-£550 per kg.  
**Calcium carbonate:** BP light £70.00 per 1,000 kg.  
**Calcium pantothenate:** £5.50 kg; £4.00 kg.  
**Calcium sodium lactate:** £0.819 kg in 50-kg lots.  
**Carotene:** Suspension 20 per cent £28.50 kg.  
**Citric acid:** BP granular hydrous per metric ton, single deliveries, from £521 to £619 according to maker. Anhydrous from £559 to £665. Five-ton contracts respectively £518-£617 and £556-£663.  
**Cyanocobalamin:** £3.00 per g.  
**Cyclobarbitone:** Calcium £7.05 kg for 5-kg.  
**Ergometrine maleate:** 100-g lots £6.90 g.  
**Fentichlor:** 50-lots £1.73 kg.  
**Hydroxocobalamin:** £3.50 per g.  
**Nicotinamide:** (per kg) £4.35; 5-kg £3.35.  
**Nicotinic acid:** (per kg) £4.05; 5-kg 3.05.  
**Paracetamol:** Scarce. From £2.03 to £2.30 kg for contracts according to source and quantity. Premium for direct compression £0.12 kg.  
**Paraffins:** (Per gal) liquid BP, £0.989; light liquid BPC 1963, £0.882; technical white oil WA 23, £0.804; WA 21, £0.859 (drums extra).

**Petroleum jelly BP,** soft white £205.20 metric ton; yellow £195.60 ton.  
**Potassium citrate:** Granular from £556 to £804 per metric ton, single delivery. Premium for powder £11.  
**Pentobarbitone:** £8.75 for acid; £9.45 sodium.  
**Pyridoxine:** £13.75 kg; £12.75 kg in 5-kg lots.  
**Quinalbarbitone:** Sodium and acid £8.40 for 5-kg packs.  
**Riboflavin:** £19.00 kg; 5-kg lots £18.00 kg.  
**Saccharin:** BP in 250-kg lots £2.23 kg; sodium £2.03.  
**Salicylic acid:** £0.55½ per kg in 5-ton lots.  
**Sodium citrate:** From £496 to £650 per metric ton as to maker. Premium for powder £11.  
**Sodium pantothenate:** kg £7.50; 5-kg £6.50.  
**Sodium perborate:** (per 1,000 kg)—monohydrate £285—tetrahydrate £167.  
**Sodium percarbonate:** (per metric ton) £170.75.  
**Sodium potassium tartrate:** Nominal.  
**Sorbitol:** Powder £397.50 metric ton; syrup £172.00.  
**Sulphacetamide sodium:** BP £6.51 kg for 50 kg.  
**Sulphaquinoxaline:** BvEtC in 500 kg lots (50-kg drums) £6.12 kg; sodium, £6.05.  
**Stilboestrol:** BP £56.00 per kg.  
**Tannic acid:** BP in 500-kg lots, fluffy £2.35 kg, powder £2.31 nominal.  
**Tartaric acid:** Spanish £1,345 per metric ton.  
**Testosterone:** £200-£250 kg; propionate £230-£260 kg.  
**Theophylline:** Hydrate and anhydrous £3.21 kg in 100-kg lots—ethylenediamine (aminophylline) £3.36 kg (50-kg).  
**Thiamine hydrochloride:** £9.20 kg; 5-kg £8.20 kg; mononitrate £9.70 and £8.70 respectively.  
**L-Thyroxine:** £1.25 per kg.  
**L-Triiodothyronine sodium:** £2.50 per g.  
**Vitamin A:** Oily 1 million iu per g £7.60 kg per 5-kg; dried acetate 325,000 iu per g, £6.10 per 500,000 iu £7.25—both in 5-kg lots.  
**Vitamin D:** Powder for tableting 850,000 iu per g £25.00 kg; £24.00 kg.  
**Vitamin E:** (per kg) acetate powder type "325" £6.70; type "500" £7.75 for 5-kg lots.  
**Zinc chloride:** Granular 96-98 per cent £350 metric ton.

## Crude drugs

**Aconite:** Spot nominal; £1,300 metric ton, cif.  
**Aloes:** Cape £1,350 metric ton. £1,300, cif.  
**Curacao:** £1,400 spot; £1,350 cif.  
**Balsams (kg) Canada:** £18.00 cif. **Copaiba BPC** £2.60 spot; £2.50 cif. **Peru:** £9.10 spot; £9.00 cif. **Tolu:** £3.75 spot; no cif.  
**Cascara:** £995 metric ton spot.  
**Cassa:** lignea broken £950 metric ton, cif; whole £960, cif.  
**Cherry bark:** Spot £540 metric ton; £525, cif.  
**Chillies:** Nigerian funtua £315 ton spot.  
**Ginger:** (ton, cif) Cochín £500, Sierra Leone unquoted; Jamaican No. 3 £895. Nigerian split £560 (£600 spot), peeled £795.  
**Gums:** **Acacia,** Kordofan cleaned sorts \$2,500 metric ton. **Karaya No. 2** faq £25.50 cwt on the spot. **Tragacanth:** £340 spot for 50 kg.  
**Henbane:** Niger £1,300 metric ton; £1,250, cif.  
**Honey:** (per ton in 6-cwt drums ex-warehouse) Australian light amber £420, medium £393, Canadian £568. Mexican £488.  
**Hydrastis:** £9.70 kg spot; £9.40, cif.  
**Ipecacuanha:** (kg) Costa Rica £350 spot; £3.20 cif. **Matta Grosso** spot nominal £9.00, shipment £9.50 nominal. Colombian £5.30; £5.15 cif.  
**Jalap:** Mexican whole tubers £2,100 metric ton.  
**Kola nuts:** W. African £150 metric ton, £140, cif.  
**Lanolin:** 1,000 kg lots BP grades from £960; cosmetic £1,040; technical £940.  
**Lemon peel:** £870, metric ton spot; £860, cif.  
**Liquorice root:** No spot; Chinese for shipment £250 metric ton, cif.  
**Lobelia:** European £800 metric ton, cif; American, coarse powder, £470.  
**Lycopodium:** Indian £4.30 kg; £4.00, cif.  
**Mace:** Grenada No. 1 £3,024 ton fob.  
**Menthol:** Brazilian £15.50 kg spot; shipment £14.50, cif. Chinese £21.00 spot and cif.  
**Nutmeg:** (ton cif) East India 80's £1,675, 110's £1,650; bwp £1,320. West Indies £1,650 for sound unsorted.  
**Nux vomica:** £10 metric ton spot; £130, cif.  
**Pepper:** (ton, cif) Sarawak black £760; white £945. Spot £800 and £1,030 respectively.  
**Pimento:** (ton) Shipment \$(Jamaican) 2,500 fob.  
**Podophyllum:** Emodi £505 metric ton spot; £495 cif.  
**Quillaia:** £1,350 metric ton spot; £1,300, cif.  
**Rhubarb:** Chinese rounds 60% pinky £1.40 kg.  
**Sarsaparilla:** £1.25 kg spot.  
**Seeds:** (ton) **Anise:** China Star unselected £725, cif. **Caraway:** Dutch £365, cif. **Celery:** Indian £400, cif. **Coriander:** Moroccan £100; Russian £110 both cif. **Cumin:** Iranian £595 cif. **Dill:** Chinese for shipment £205; Indian £215, cif. **Fennel:** £400 cif. **Fenugreek:** £160, cif. **Mustard:** £320-£340 spot.  
**Senega:** No spot; shipment £6.60, kg cif nominal.  
**Senna:** Tinnevely faq manufacturing pods £0.25 kg; leaves No. 3 faq, £0.27.  
**Squill:** White £1.50 kg nominal spot; £1.40 kg cif.  
**Styrax:** £2.55 kg spot; shipment £2.50, cif.  
**Tonquin beans:** £1.35 spot; £1.30, cif.  
**Turmeric:** Madras finger £300 metric ton spot, £265, cif.  
**Valerian:** Indian new-crop root £600 metric ton.  
**Waxes:** **Bees'** nominal. **Candelilla** £605 metric ton, spot; £590, cif. **Carnauba** fatty grey £1,525 spot; £1,200, cif, prime yellow £2,100; £2,000 cif.

## Essential oils

**Cananga:** Java £7.40 kg spot.  
**Caraway:** Imported £21.00 kg.  
**Cardamom:** English distilled £85.00 kg.  
**Cassia:** Chinese £14.00 kg spot; £13.60 cif.  
**Cedarwood:** Chinese £1.50 kg spot; £1.65, cif.  
**Celery:** English £38.00 kg.  
**Cinnamon:** Ceylon leaf £2.50 spot and cif. English distilled bark £180 kg.  
**Citronella:** Ceylon £2.00 kg spot; £1.70, cif.  
**Clove:** Madagascar leaf £2.60 kg cif.  
**Coriander:** £14.50 kg spot.  
**Cubeb:** English distilled £22.00 kg.  
**Dill:** £16.00 kg nominal.  
**Eucalyptus:** Chinese £7.50 kg spot and cif for 80-85 per cent. Spanish/Portuguese £4.25, cif.  
**Palmarosa:** No East Indian. Brazilian spot £7.50.  
**Patchouli:** £6.50 kg spot and cif.  
**Pennyroyal:** To arrive £5.50 kg.  
**Peppermint:** (kg) *Arvensis* Brazilian £5.00 spot; £4.50, cif. Chinese £9.00 spot; £9.50 cif. American piperata from £18.00.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press but it should be noted that in the present state of the markets quotations change frequently.

# Coming events

## Monday, December 2

**East Metropolitan Branch, Pharmaceutical Society,** Churchill Room, Wanstead Library, Spratt Hall Road, Wanstead, London E11, at 8 pm. Business meeting and discussion on restricted titles.  
**Stockport Branch, Pharmaceutical Society,** Alma Lodge Hotel, Stockport, at 8 pm. Illustrated talk by the curator, Stockport museum.

## Tuesday, December 3

**Sheffield Branch, Pharmaceutical Society,** Royal Victoria Hotel, Sheffield, at 7.30 pm. Discussion of resolutions for Branch Representatives meeting. Mr K. Renshaw (Greenstreet's Photographics) on "The fun of photography".

## Wednesday, December 4

**Burnley Branch, Pharmaceutical Society,** Ram Inn, Cliviger, at 8 pm. Talk by Mr H. Littler (Society inspector).  
**Finchley and North Metropolitan Branches, Pharmaceutical Society,** School of Pharmacy, Brunswick Square, London WC1 at 8 pm. Debate on "For richer for poorer?"  
**Galen Group, Pharmaceutical Society,** Friend's Meeting House, Park Lane, Croydon, at 8 pm. Christmas party and bring and buy stall.  
**Pharmaceutical Society,** 17 Bloomsbury Square, London WC1, at 7 pm. Harrison Memorial Lecture: Professor J. B. Stenlake on "Recipe pharmaceutical chemistry utenda secunda artem".  
**Plymouth Branch, Pharmaceutical Society,** Moorland Links Hotel, Annual dinner and dance.  
**Medical Group, London and Home Counties Branch, Socialist Medical Association,** House of Commons, London SW1, at 7 pm. Meeting on "Medicine in a democratic health service".  
**Worthing and West Sussex Branch, Pharmaceutical Society,** The Windmill, Littlehampton, at 7.30 pm. Dinner and dance.

## Thursday, December 5

**Harrogate Branch, Pharmaceutical Society,** Smith's Arms, Beckwithshaw, at 7.30 pm. Mr S. Rowley on "Yorkshire—my county".  
**Huddersfield Branch, Pharmaceutical Society,** Masonic Hall, Greenhead Road, Huddersfield, at 7.30 pm. Annual dinner.  
**Leicester and Leicestershire Branch, Pharmaceutical Society,** Postgraduate medical centre, Royal Infirmary, Leicester, at 8 pm. Christmas cocktail party.  
**Liverpool Branch, Pharmaceutical Society,** The Adelphi, Liverpool, at 8 pm. Mr T. Stoller (Liverpool Daily Post and Echo) on the work of a modern newspaper.  
**Manchester and Salford Branch, Pharmaceutical Society,** Boyd House, at 8 pm. Business meeting.  
**Society of Cosmetic Chemists,** Royal Society of Arts, 6 John Adam Street, London WC2, at 6.30 pm. Miss J. Hopkirk (Daily Mirror) on "Fashion in cosmetics".  
**Thames Valley Branch, Pharmaceutical Society,** Winthrop House, Surbiton, Surrey, at 8 pm. Illustrated talk by United Glass on "A history of bottles".



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#### PHARMACEUTICAL STAFF IN THE PRISON SERVICE

Pharmaceutical staff (male or female) are required at the following establishments:

##### PHARMACY TECHNICIANS

HM Prison Parkhurst Road Holloway London, N7	HM Prison 68 Hornby Road Liverpool
---	--

Salary scale £1,251 rising to £1,650 plus £86 per annum environment allowance and £126 per annum London Weighting at Holloway.

##### SENIOR PHARMACISTS

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Application forms obtainable from the Establishment Officer, Home Office. Prison Department (R 10/10 VDC/TI), Portland House, Stag Place, London SW1. Please state which post you are interested in.

CLOSING DATE: 13 December, 1974.

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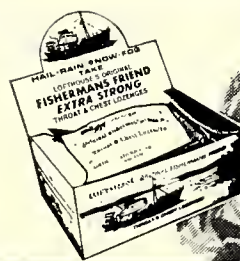
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